

Daily Exception Report

51859 6137

Date of Report	# of Wks	Div.	Draft written by	SIS #	Account Name	RJR SIS Vol.	RJR AIM Vol.	RJR Vol. used	Total Amt. Spent	Avg. \$ Amt discounted	Promoted Volume	Explanation (DM to fill in)
6/7/96	15	1622	Coslett	185578	Anthracite Newsstand	150	141	150	\$6,724.50	\$3.00	100%	SIS Volume adjusted to 150 dpw. acct has also recently loaded in a lg prebook to combat pm summer promo.
6/12/96	16	1622	Sheft	130278	Bears Den Smoke Shop	180	0	180	\$10,039.00	\$3.00	116%	This acct is the pay location for three accts on the St Regis Reservation.
6/10/96	16	1622	Sheft	492340	Ganienkeh	800	0	800	\$22,945.50	\$1.00	179%	SIS vol. adjusted to 800. acct also loaded in a lg prebook to defend against PM summer deal.
6/7/96	15	1622	Balmer	489799	John Wolcott's Mobil	1400	368	1400	\$32,337.25	\$2.50	62%	SIS vol adjusted after audit by Balmer.
6/12/96	16	1622	Page	412784	Montage Tobacco	139	0	139	\$7,096.75	\$3.00	106%	lg prebook to defend against pm deal. acct has been working with us to grow vol. with prebooks.
6/7/96	15	1622	Johnson	310108	Sheddens Wholesale	1300	1023	1300	\$61,463.00	\$3.00	105%	account has been in buffalo division until last friday. will look into.
6/12/96	16	1622	Coslett	776556	Simoon's Beer Dist	138	233	233	\$9,333.00	\$3.00	83%	Updated with AIM RJR Volume
6/10/96	16	1622	Balmer	705046	Smokin' Joes Tob Shop	397	1257	1257	\$41,336.00	\$3.00	69%	Updated with AIM RJR Volume
6/12/96	16	1623	Haskin	059755	Cenco Gas	128	84	128	\$4,494.50	\$2.00	110%	Buydown discontinued to ensure proper promo levels
6/7/96	15	1623	Tisinger	417675	Harry's	115	192	182	\$5,370.00	\$2.00	93%	Updated with AIM RJR Volume
6/6/96	15	1622	Beard	621049	Lucky /	156	139	156	\$6,094.85	\$2.50	104%	
6/10/96	16	1623	O'Connor	399687	Martin's Mini Mart	708	19	708	\$24,836.00	\$2.50	88%	Updated with AIM RJR Volume
6/10/96	16	1623	Tisinger	177253	Nail's Grocery	550	398	550	\$21,963.15	\$2.50	100%	Buydown discontinued to ensure proper promo level
6/10/96	16	1623	O'Connor	114544	Smoker's Den	560	0	560	\$20,893.25	\$2.50	93%	Volume updated to 560 cpw reflect sales increase
6/12/96	16	1626	Davignon	268748	CFM #33-041/F	79	80	80	\$4,699.95	\$3.75	98%	CHANGED AVG \$ AMT TO 3.75 WHILE SAVINGS IS PROMOTED AT \$3 FULL PRICE IS BEING PROMOTED AT \$4 IN THIS FULL PRICE SKEWED CONVENIENCE STORE.
6/12/96	16	1626	Davignon	764185	Italian Food	152	153	153	\$8,463.00	\$3.00	115%	CIG OUTLET WITH ALOT OF RETAIL ACCRUAL \$'S \$2,346 ENTERED IN \$1.00 INCREMENTS. WHICH LOWERS AVG \$ AMT.
6/7/96	15	1626	Neaf	349196	Jay's	1298	1483	1483	\$25,639.00	\$2.00	58%	INDIAN ACCT WHERE AVG DOLLAR DISCOUNT IS \$2.00.CHANGED FROM \$1 TO \$2
6/6/96	15	1626	Mineo	790191	Mike's Trading Post	813	1550	1550	\$26,417.50	\$1.50	76%	Updated with AIM RJR Volume
6/10/96	16	1626	Neaf	790191	Mike's Trading post	813	1550	1550	\$27,482.00	\$2.00	55%	Updated with AIM RJR Volume

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6/21/96	16	1622	Coslett	643077	Dundee Beverage	145	0	145	\$6,603.00	\$2.96	96%	RJR volume adjusted by SR-J. Coslett. Also pre-booked and paid for a large order coinciding with the first Pocono race.
6/20/96	16	1622	Acquilla	502775	Lewies Supermarket	150	110	150	\$6,186.00	\$1.88	137%	We are in the process of looking deeper into this call. The owner has been asked to retrieve invoices for us to verify volume!!
6/17/96	16	1622	Mulrain	412784	Montage Tobacco	180	0	180	\$10,501.25	\$3.72	98%	RJR volume updated by asr C. Page. Account sells a large # of Doral, and is on a buydown.
6/21/96	16	1622	Parczyk	171730	Paul's Smoke Shop	188	141	188	\$5,220.50	\$1.81	96%	Accounts SIS Volume updated! They re purchasing a large # of ctrs. from Auer, which is still not showing up in AIM.
6/21/96	16	1623	Haskin	636238	Beverage Warehouse	133	123	133	\$5,434.10	\$2.60	98%	Volume updated to 133 cpw to reflect volume increase
6/21/96	16	1623	Riley	486928	Broadway Grocers	111	60	111	\$6,899.50	\$2.69	144%	Buydown discontinued to ensure proper promo levels in the future. Volume updated to 111 cpw to reflect volume increase
6/21/96	16	1623	Beal	171532	Mercers Stop & Go	133	114	133	\$4,512.80	\$2.02	105%	Independent call handled by a s/r in division 1622
6/19/96	16	1623	O'Connor	388552	Pat's Package Store	93	79	93	\$2,904.00	\$1.69	115%	Average discount level actually \$2, volume updated to 93 cpw
6/21/96	16	1626	Miller	598154	Bills W Inc.	88	96	96	\$4,886.00	\$3.00	106%	VOLUME TO BE VERIFIED AND UPDATED
6/21/96	16	1626	Johnson	310108	Shedden's Wholesale	1300	1023	1300	\$72,175.00	\$1.94	179%	1622 RETAIL REP. ACCOUNT IS NOW IN SYRACUSE DIVISION.
6/20/96	16	1638	Patterson	230124	Bottoms Up	275	118	275	\$9,110.20	\$2.10	99%	Doral & Monarch are being promoted at \$3 per carton. In mid-May paid for Jan, Feb & march accrual; in mid-June paid for April & May accrual, used for \$2 full price promotion. Volume has increased to 275 cpw & extra prebooks for PM defense.

Emailed on 6/28/96
daily9.xls

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7/12/96	15	1622	Sheft	130278	Bears Den Smoke Shop	180	0	180	\$11,290.50	\$2.81	149%	Amy this account is the pay point for three locations. Please let me know how to handle this and get it off any subsequent exception reports.
6/28/96	15	1622	Johnson	310108	Shedden's Wholesale	1300	1076	1300	\$67,600.00	\$3.05	114%	Volume for this account has increased. Bob Balmer and I made this account on 7/30/96 RJR SIS = 1580cpw
7/12/96	15	1623	Severino	402337	APIus #60036F	182	170	182	\$6,618.60	\$2.36	103%	Aim volume has increased to 182 cpw, promo avg. discount level actually \$2.75
7/8/96	14	1623	Haskin	486928	Broadway Grocers	80	95	95	\$7,675.50	\$2.87	201%	Buydown discontinued due to excessive promo levels
6/28/96	15	1623	Orlando	620264	Coastal Mart	28	35	35	\$2,780.25	\$1.50	353%	Serious payment discrepancy in this account exists. Still investigating.
7/8/96	13	1623	Bain	320476	O&G Hardware	85	99	99	\$4,517.70	\$3.00	117%	promo level high due to increased inventory from prebooking efforts
7/10/96	15	1626	Davignon	268748	CFM #33-041/F	79	110	110	\$5,577.00	\$3.81	94%	ACTUAL RJR VOLUME UPDATED
7/11/96	15	1626	Neaf	076920	Delaware Variety	63	107	107	\$3,694.25	\$2.35	98%	ACTUAL RJR VOLUME UPDATED
7/1/96	11	1626	Levenstein	763777	Ray's Super Duper	115	164	164	\$3,518.15	\$2.00	98%	ACTUAL RJR VOLUME UPDATED
6/28/96	12	1638	Brogan	425670	M&M Beverage #04	53	25	53	\$10,106.75	\$2.68	593%	This location is in vacant assignmet #1. Payment is for the entire chain of 6 stores versus this store solely. Prebook was to defend against PM program.
7/10/96	15	1638	Cailler	486298	Ms. Market	135	181	181	\$8,313.00	\$2.53	121%	Increased savings discount to \$3 per carton on existing product due to GPC
6/28/96	15	1638	Davis	278707	Route 63 Country	210	365	365	\$14,310.50	\$2.52	104%	Additional product prebooked to offset PM promotion. Savings discounted by \$3 per carton.

The above means we are promoting over 100% of the RJR volume by account, during the time period listed.

Explanations are required from Management in one week's time. Less accounts will appear on report if Sales Rep keep the SIS RJR Volume updated.

Please write your explanation in the space provided and Email back to Amy's attention. If Average \$ Amount listed is incorrect, please update the spreadsheet by plugging in the correct \$ amount, and listing the update in the explanation section.

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